

TURN
WELLANDWARD

SPCL

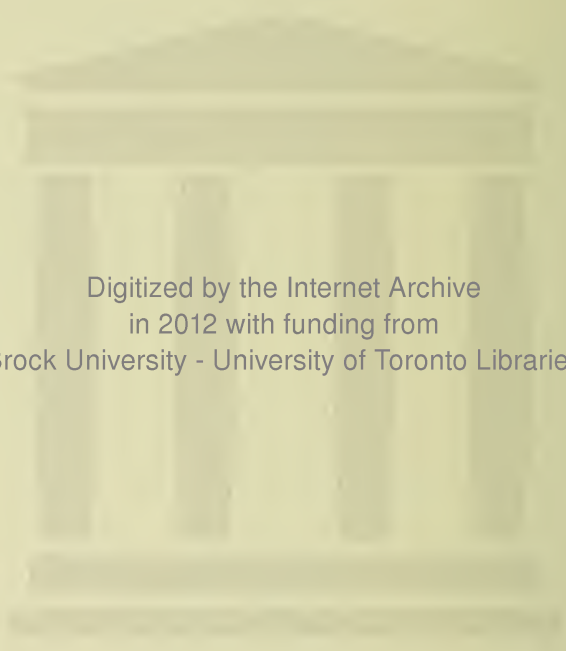
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A RAIL TO EVERY POINT

ON
EARTH

M. C. R. R.

G. T. R.

WABASH R. R.

PERE MARQUETTE R. R.

N. W. & L. E.

N. S. C. & T.

T. H. & B.

C. P. R.

WELLAND

WHERE RAILS AND WATER MEET

TURN WELLANDWARD

FOR

The Strongest Combination
of Industrial Advantages

The Cheapest Power in
Canada

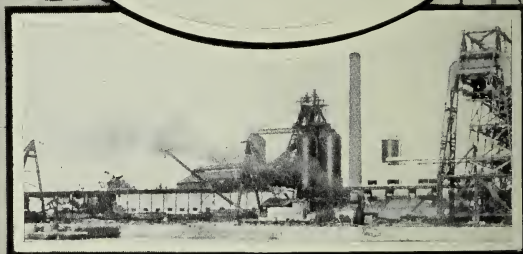
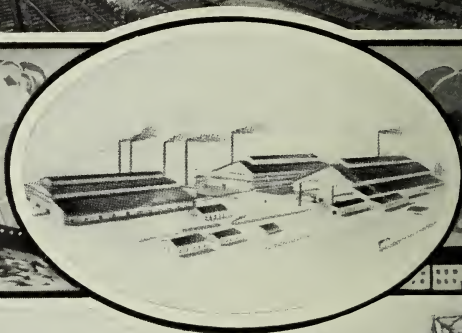
Power Facilities Unequalled

The Advantages of Lake
Shipping

All the Trunk Rail Lines

Manufacturing Sites Com-
bining all Facilities





EMPIRE COTTON MILLS, LIMITED
CANADIAN STEEL FOUNDRIES, LIMITED
CANADIAN FURNACE CO. LIMITED
at Entrance to Welland Canal

A Little Booklet of Authentic Information
About Welland, Issued by the Board of
Trade. If Interested Write

B. J. McCORMICK

INDUSTRIAL COMMISSIONER

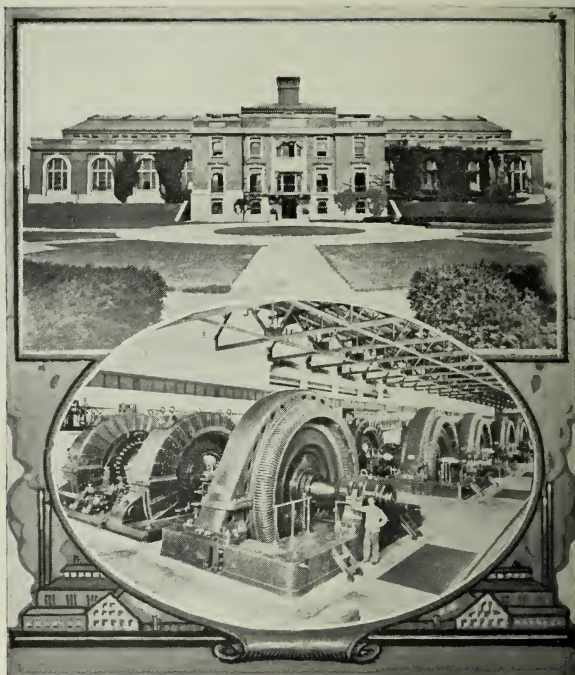
WELLAND,

CANADA



N American firm of manufacturers made an extended investigation with a view to determining the best location for a Canadian branch plant. For their estimate they took one thousand dollars worth of product as the unit, and on that basis they prepared an exhaustive statement covering the leading industrial centres of this Province. This statement showed cost of power; cost of gas for forging; cost of site; the freight rate on steel from Pittsburg; freight rates on coal; taxes; water charges; switching charges; railway and water shipping facilities. The production costs in Welland were found to be much less than in any other industrial city in Ontario. In many places costs were found to be fifty per cent. greater than in Welland. In three cases it was found to be over sixty per cent. greater. In one case it was found to be over one hundred per cent. greater.

Manufacturers have been repeatedly making this calculation for the past five years and because such a calculation invariably points to the supremacy of Welland's industrial facilities, Welland has secured for the past half decade, more Canadian branches of American manufacturing concerns than any other town or



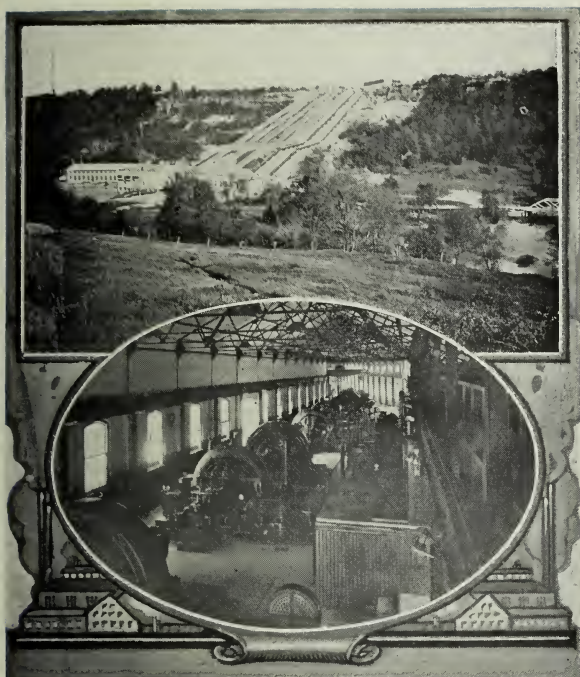
WELLAND'S POWER SOURCES: PLANT OF ONTARIO
POWER CO.

city in the Dominion. The growth in industries and population in that period is unparalleled. The reason is that Welland has more to offer in a combination of industrial advantages than any other town or city in Canada.

Welland's natural advantages of location, its many railways, (comprising all the trunk lines), its lake shipping facilities, its phenomenal power development and cheap power prices that cannot be duplicated elsewhere—these are the factors that have made Welland the ideal manufacturing city.

Railroad Rates

Rates from Welland to the Northwest and Pacific Coast, all rail, are the same as from all other manufacturing points in Eastern Canada lying between the Detroit River and Montreal.



WELLAND'S POWER SOURCES: PLANT OF DOMINION
POWER AND TRANSMISSION CO.

These rates are fixed by the Board of Railway Commissioners for Canada.

On account of the close proximity to the border, Welland is in the Buffalo switching group and takes the Buffalo rate from the east and south and enjoys quick delivery on all raw material imported from the United States.

The fact that all of these roads centre here creates competition and is the biggest lever the manufacturers have for securing efficient service from the railroads.

The seven railroads are as follows:—

Grand Trunk—Michigan Central--Toronto, Hamilton & Buffalo—Canadian Northern--Pere Marquette —Canadian Pacific—Wabash.

Switches or spurs are constructed on the basis of cost, the manufacturing firm paying the cost price and the railroads refunding a



PLYMOUTH CORDAGE CO.

fixed sum for every car switched over the spur until the full amount is rebated. This rule prevails throughout the entire Dominion of Canada and no one district has any advantage in this matter.

Wharf

Welland is situated on the Welland Canal, the great marine highway, between tide water and the Canadian Northwest with daily freight service both ways.

The canal carries boats of fourteen-foot draft but work has now begun on canal enlargement to the amount of fifty million dollars to provide for twenty-five foot draft.

In these days of keen competition water transportation has become an absolute necessity to manufacturers, and Welland holds the distinct position of being the only municipality in the entire Dominion of Canada owning and operating its own municipal wharf accessible by all shippers and steamboat lines alike without charges of any kind.

Welland is a port of entry for all upper lake lines of steamers giving low rates and quick despatch, the advantages of which are enormous.

Power Rates

Welland is the industrial hub of the Niagara Peninsula where an unlimited amount of electric





THREE STREET SCENES SHOWING CHARACTER OF
WORKMEN'S HOMES IN WELLAND.

power is available and sold at competitive prices, owing to the numerous power companies represented here.

Every factory in Welland is driven by electric power supplied by the Ontario Power Company of Niagara Falls, which is about twelve miles east of Welland, or from the Dominion Power Company of DeCew Falls, which is about twelve miles north of Welland. The fact that we have competitive companies operating in this district gives us competitive prices on power. The average price per horse power per year for twenty-four hour service is about fifteen dollars. The price depends entirely upon the quantity of power used and the load factor. For ten hour service one class of meter will be installed and the power



QUALITY BEDS LIMITED

will be sold on a kilo-watt hour basis. Our present concerns pay an average of about three-quarters of a cent per kilo-watt hour. The large plants that use twenty-four hour power are securing a rate of about \$13.50 per H. P. per annum.

Gas

Welland is also in the biggest natural gas belt in Canada, and gas is sold for 25c to 30c per M. feet for domestic purposes with a special rate to manufacturers.

The Industrial Natural Gas Company of Welland and the Provincial Natural Gas Company of Welland are in competition for business.

Coal

Coal is delivered in Welland in car lots at the following rates :

$\frac{3}{4}$ lump and nut soft coal \$3.45 per ton duty paid.

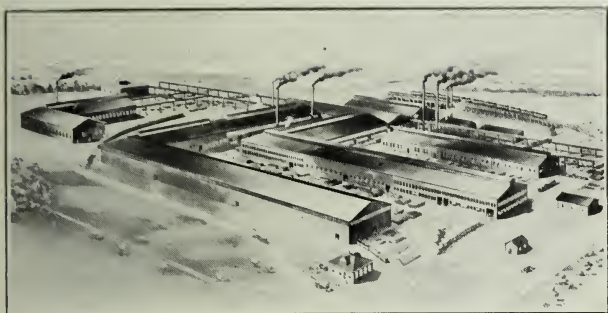
Mine run soft \$3.14 per ton duty paid.

Slack hard coal \$2.54 per ton duty paid.

Select lump soft coal \$3.50 per ton duty paid.

Slack soft coal \$2.20 per ton duty paid.





PAGE HERSEY IRON TUBE AND LEAD CO.

Turkey-knot coke \$6.00 per ton duty paid.
72-hour foundry coke \$5.00 per ton duty paid.

Owing to the fact that our plants are all run by electric power very little coal is used in Welland. It therefore all comes by rail from the Pennsylvania and West Virginia mines. All coal for Canadian points is sold at a price delivered at Black Rock which is a suburb of Buffalo and is at the United States end of the International Bridge. From Black Rock the rate on coal to Canadian cities is as follows:

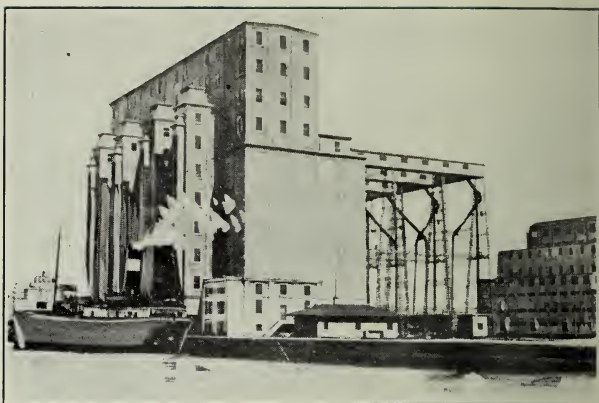
Welland 40c a ton—Hamilton 50c a ton—
Toronto 60c a ton—Brantford 70c a ton—St
Thomas 90c a ton—Chatham \$1.10 per ton.

This rate you will see puts Welland in a class by itself on rates for coal. If a small cargo of coal could be used, a steamer could be chartered to bring the coal across Lake Erie and unload at Welland at a saving of thirty-five cents per ton under the prices quoted above.

Fuel Oil

Crude oil is being delivered in Welland in tank cars at $3\frac{1}{2}$ c per imperial gallon f. o. b. Welland. An





CANADIAN GOVERNMENT ELEVATOR.

imperial gallon is one-fifth more than a wine gallon.

Suburban Roads

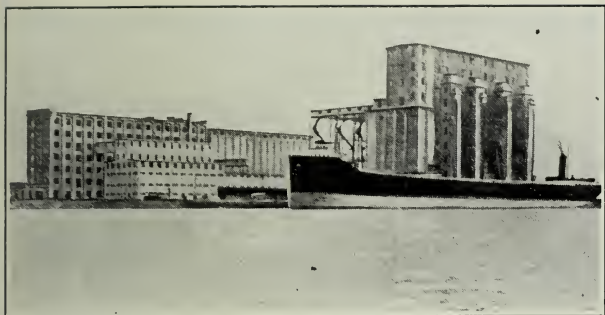
Welland is now being served by the Niagara, St. Catharines and Toronto Railway Company, which is an electric line running from Lake Erie to Lake Ontario, through Welland on the west side of the Canal and also eastward to Niagara Falls, and by the Niagara, Welland and Lake Erie Railway on the east side of the Canal. This road will run from Niagara Falls on the east to Welland and then southward to Lake Erie, thence eastward to Buffalo making a belt line. Either one of these roads will gladly extend their service in the direction of your development, which will give you excellent service between your locality and the centre of the Town of Welland.

Workmen's Homes

New houses are going up on almost every



street in Welland and of course the size and values are diversified, but the following rentals are a fair estimate:



MAPLE LEAF MILL AND CANADIAN GOVERNMENT
ELEVATOR.

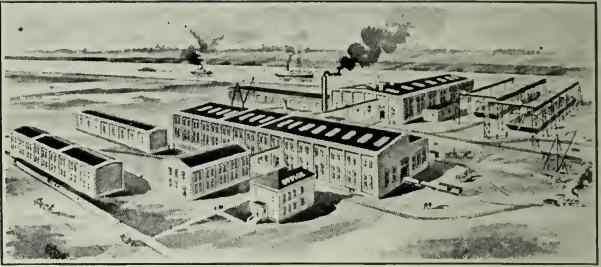
4 room house no bath.....	\$ 8.00
4 room house with bath....	10.00
5 room house no bath.....	9.00
5 room house with bath....	10.00 to 12.00
6 room house no bath.....	10.00
6 room house with bath....	12.00 to 14.00

For better class houses a six or seven room house with all conveniences and finished in hardwood and all new, rents for from \$18.00 to \$22.00 per month, depending of course on the location, surroundings, size of the lot, etc. As fast as new houses are built they are occupied by a new population coming in.

Welland Industries

In the past five years Welland has secured a new manufacturing industry on an average of every ninety days, making a total of twenty-five concerns to locate here during that time. Among the largest of these concerns are the John Deere Plow Co. of Moline, Ill.; The Dain Manufacturing Co. of Ottumwa, Iowa; The Canadian Steel Foundries, Limited of Montreal; The Canadian Automatic Transportation Co. of Toronto; Electro Metals, Limited, of Albany; Page-Hersey Iron Tube & Lead Co. of Guelph, Ont.:

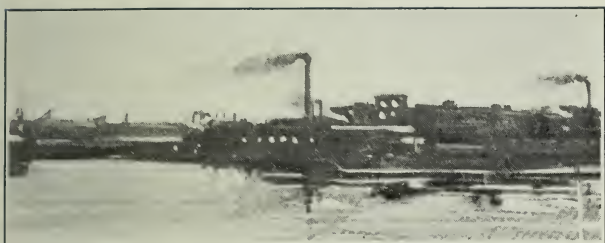




M. BEATTY & SONS, LIMITED.

Bemis Bag Co. of Boston; The Plymouth Cordage Co, of Plymouth, Mass.; The Hamilton Tube Co. of Hamilton, Ont.; The Chipman-Holton Knitting Co. of Hamilton, Ont.; The Canada Forge Co. of Titusville, Pa.; The Billings & Spencer Co. of Hartford, Conn.; Empire Cotton Mills, Limited, Boston; Standard Steel Construction Co. of Pittsburg, Pa., and numerous others to whom it might be well for you to address a line of enquiry regarding Welland.

Each one of these concerns made a thorough examination of Canada and went through the same preliminary that you are now experiencing. These above firms proved to themselves beyond all question of doubt that they could assemble their raw material here easier, manufacture their product cheaper and distribute their output quicker than at any other point in Canada. Many of the above named firms refused cash bonuses from other towns and chose Welland for the commercial advantages it contained. The only concessions the town has granted are a free site which some individual generally donates, a fixed rate of taxation for ten years, city water 5c per M. gallons for manufacturing purposes, which is the exact cost of pumping, or if situated directly on the canal a franchise for free water, extension of sewers, sidewalks, good roads to new industries and other reasonable and necessary concessions. This is the town's policy



CANADIAN UNION FURNACE CO.

and for this reason we have the lowest bond indebtedness per capita of any town or city in the Dominion of Canada. When Welland offers any bonds for sale they always sell above par, which is the best evidence regarding financial standing. Out of twenty-five industries that have located here only two originated from Welland and contain local capital.

This is the Point

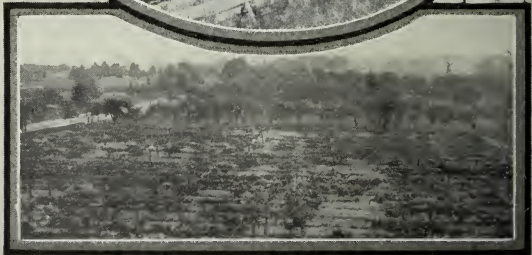
Do you realize that with the above advantages you can have complete commercial control of Canada in your line?

Do you realize that factories located outside the zone of these advantages cannot compete with a similar factory here?

Your factory should be built in Welland and we invite you to be our guest and talk matters over. Our people will be glad to meet you in a spirit of liberality and discuss with you your requirements relative to water, light, street railway, power, drainage, etc., and we extend you a hearty invitation to visit us and examine this wonderful district for yourself.

The writer will place his services at your disposal for conferences and will supply you with any information required.

INDUSTRIAL COMMISSIONER.



A WELLAND COUNTY PEACH ORCHARD
MILES OF FRUIT
A WELLAND COUNTY VINEYARD.

THE GOOD GIGANTIC SMILE

Broad acres and smiling hills—that's Welland County. It has a continental reputation as the Garden of Canada—this peninsula thirty miles wide between Lake Erie and Lake Ontario. And the City of Welland lies in the heart of it. It means something to live in the



THREE IMPORTANT CANNING PLANTS: BRITISH
CANADIAN CANNING CO., DOMINION CANNERS
AND JOHN GOODWILLIE & SON.

fruit belt, in a veritable garden of vineyards and peach orchards. Welland gets strawberries, cherries, peaches and grapes first, because it is here they grow; best, because they are delivered fresh; cheapest, because there are no transportation charges.

The largest Nurseries in Canada are adjacent to Welland.

When the poet spoke of the "good gigantic smile" of nature, he gave us an apt phrase for the description of the Welland district. A rich and fertile soil and the mildest climate in all Canada unite in a luxury of growth.



CANADIAN BILLINGS-SPENCER, LIMITED

FIFTY POTENT FACTS ABOUT WELLAND

WELLAND is the main gateway to the West.

Electrical energy to the amount of half-a-million horse power is developed within twelve miles of WELLAND, by four competing companies.

WELLAND'S Municipal Waterworks System is supplied from Lake Erie.

WELLAND'S mortality rate is only 13.1 per 1000.

In the past four years WELLAND has shown a greater industrial increase than any other town or city in Canada.

WELLAND is 601 feet above the sea level.

You can leave WELLAND any evening and be in Boston, New York, Baltimore, Pittsburg, Washington, Cleveland, Detroit, or Chicago, the next morning ready for a full day's work.

A few miles to the South of WELLAND





CANADA FORGE CO., LIMITED.

along the shore of Lake Erie, is stretched a line of delightful summering places.

WELLAND has the two largest nurseries in Canada.

Steam power is unknown in WELLAND.

WELLAND has its own open hearth furnaces, rolling mills and steel plants. These attract all industries in the iron and steel trade.

A blast furnace is now being erected at the entrance to the canal.

WELLAND has all the advantages of lake navigation, for the city is in direct and daily touch during the season of navigation, with all the lake transportation lines from the seaboard to the head of Lake Superior.

Eighty per cent. of the entire population of Canada lives within a radius of 500 miles of WELLAND.

WELLAND is in direct connection with the three great CANADIAN Transcontinental Railway Systems; Grand Trunk, Canadian





WELLAND PUBLIC BUILDINGS

Pacific and Canadian Northern.

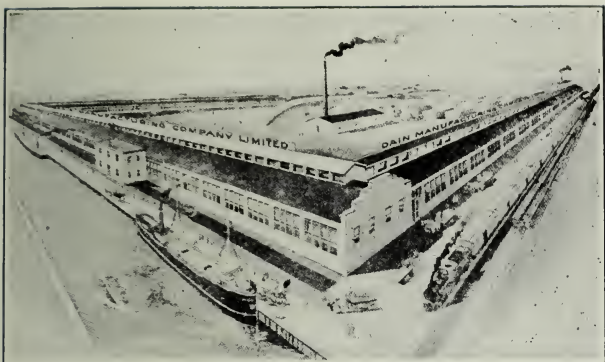
WELLAND is the County Town of the best county on earth—Welland County.

WELLAND has sixty-five passenger, mail and express trains, stopping at the stations of different railways every day.

WELLAND has the largest free telephone circuit in Canada.

Probably no where else in an area of the same size are to be found so much rare beauty and so many historical points as in the district about WELLAND. Nearby Welland: Ruins of Old Fort Erie, Navy Island, Chippawa, Falls of Niagara, Lundy's Lane battlefield and burying ground, Queenston Heights and Brock's Monument.

The Niagara Peninsula of which WELLAND is the centre presents a very charming



DAIN MANUFACTURING CO.

aspect, especially when peach and other fruit trees are in blossom.

WELLAND is in the power zone of the great Niagara Falls, where electric energy is supplied for one-third of the cost of steam.

WELLAND is at the foot of deep water navigation on the great lakes. The Welland Canal passes directly through the centre of the town.

WELLAND is unequalled by any other point in the matter of natural and acquired advantages. Compare our offering with that of others.

WELLAND can furnish exceptionally choice manufacturing sites adjacent to all of the railroads and canal at very low prices.

WELLAND has secured more Canadian branches of American industries in the last two years than any other Canadian city. Think this over—it means something.

WELLAND is the hub of the Niagara Peninsula.

WELLAND will grant reasonable concessions in exemption from taxation, water, sewers, etc., to companies desiring to locate here.





CANADIAN AUTOMATIC TRANSPORTATION CO.

WELLAND has every trunk line in Canada (seven in all) passing through the corporation limits of this thriving town.

WELLAND is not the only town—but no other manufacturing centre can offer inducements so alluring or commercial advantages so powerful.

WELLAND has two sources of electric power in competition—DeCew's Falls and Niagara Falls. Four of the largest power plants in the world are within a radius of twelve miles.

Excellent sites are to be had in WELLAND within easy reach of rail and water. Available areas run from half-an-acre up to 25, 50 and 100 acres.

WELLAND is in the largest natural gas belt in the world, where gas is to be had in abundance for heating and lighting purposes.

WELLAND has the cheapest heat and light in the Dominion, gas being 30 cents a thousand.



The WELLAND Board of Trade will gladly lend its services to anyone seeking to locate an in-



WELLAND PUBLIC BUILDINGS

dustry. Dependable information will be furnished.

WELLAND is the door through which pass the products of the East for the consumer of the West, and products of the West for the markets of the East.

WELLAND is the ideal location for the manufacture and distribution of all classes of goods for the Canadian market.

Write to the manufacturers at present located in WELLAND and ask them as to actual conditions.

During the past three years a score of branches of important American industries have come to us. Everyone of which is now a Booster for WELLAND.



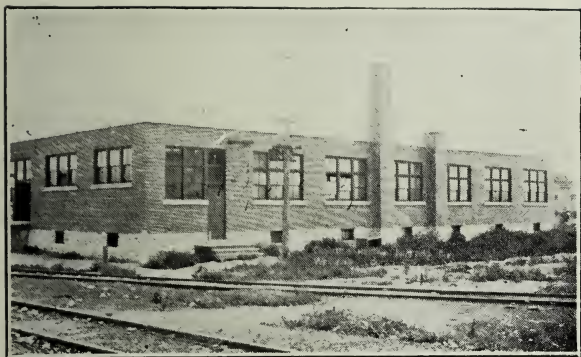
WELLAND PUBLIC BUILDINGS

BANKING FACILITIES

Welland has the best banking facilities, better than is enjoyed by any other manufacturing centre of similar size in Canada. The financial needs of the city are looked after by six banks with a combined capital and surplus of over one hundred million dollars. Here they are :

Imperial Bank of Canada	-	}	Capital	\$ 6,425,000	!
		}	Rest	\$16,425,000	
Royal Bank	- - - - -	}	Capital	\$11,500,000	!
		}	Rest	\$12,500,000	!
Bank of Nova Scotia	- -	}	Capital	\$ 5,000,000	
		}	Rest	\$ 8,000,000	
Bank of Toronto	- - - -	}	Capital	\$ 4,600,000	
		}	Rest	\$ 5,600,000	
Dominion Bank	- - - -	}	Capital	\$ 4,700,000	
		}	Rest	\$ 5,700,000	
Bank of Montreal	- - -	}	Capital	\$16,000,000	!
		}	Rest	\$16,000,000	!

The total assets of Welland's six banks is nearly seven hundred million dollars.



CHIPMAN HOLTON KNITTING CO.

THE WELLAND CANAL

The dates for the opening of navigation on the Welland Canal in the Spring and the closing in the Fall, are governed by conditions in the harbor of Montreal and the straits at Sault Ste. Marie. Notwithstanding this, it will be seen that the Welland Canal enjoys a remarkably long season each year, as the following statement from the official records will show :

YEAR	OPENED	CLOSED
1900	April 23	Dec. 15
1901	" 22	" 14
1902	" 21	" 16
1903	" 13	" 12
1904	May 2	" 16
1905	April 24	" 15
1906	" 16	" 17
1907	" 15	" 16
1908	" 14	" 19
1909	" 15	" 20
1910	" 15	" 15
1911	" 15	" 15
1912	" 22	" 20
1913	" 10	



ENTRANCE TO THE WELLAND CANAL

“THE most significant feature of the American trade campaign is the establishment of branch factories of big American concerns in the Dominion. The wisdom of this policy, from the American point of view, does not lie wholly in the saving of customs dues. The establishment of branch factories in Canada conciliates opinion and wins support as nothing else could do. The American manufacturer who is able to stamp his wares in the most prominent place ‘Made in Canada’ has found the most effective form of helping on sales.”

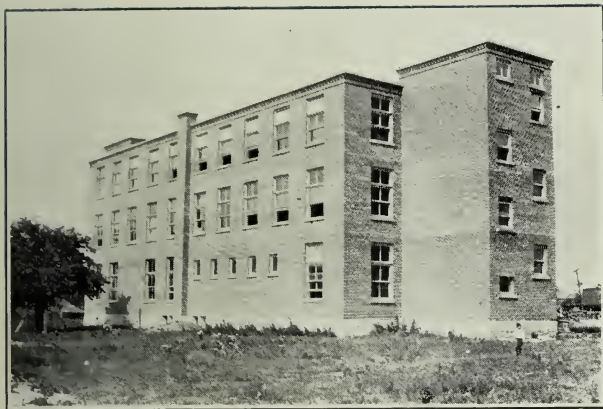
LONDON, (ENG.) DAILY MAIL.



“WELLAND has entered upon a remarkable period of progress and growth. I regard Welland as being situated more favorably with its power facilities, railways and canal, than any other town or city in this province. The situation invites the establishment of large industries. I feel inclined to predict with the utmost confidence that within a few years the population will be doubled and trebled.”

SIR JOHN GIBSON,

Lieut.-Governor of Ontario.



H. S. PETERS' OVERALL FACTORY

WELLAND

Is the centre of a population of over 500,000 people within a radius of 40 miles. A greater density of population is to be found within 200 miles of Welland, than in any other such circle drawn about a Canadian town or city. Within a radius of 500 miles there resides in Canada about four million people, eighty per cent. of the entire population of Canada.



STATISTICS OF GROWTH

	1906	1912
Number of Street Railways	- -	2
Number of Banks	- - - 1	6
Number of Industries	- - - 1	28
Number of Men Employed	- - 100	3000
Annual Pay Roll of all Factories	- \$50,000	\$1,300,000
Annual Output of all Factories	- \$150,000	\$6,500,000



THINGS MADE IN WELLAND

Angles
Arsenic
Ammonia
Automobiles
Axle Forgings
Automobile Forgings
Agricultural Machinery

Bars

Brick
Bedsteads
Boiler Tubes
Ballast Plows
Binder Twine
Boilers :—
Upright and Submerged
Tube, Marine, Portable,
and Stationary.

Cots

Carbide
Carbons
Calipers
Castings
Channels
Couplings
Coal Tubs
Cold Saws
Cableways
Crankshafts
Coal Stoves
Clamp Dogs
Cold Chisels
Crank Shafts
Cobalt Oxide
Cobalt Metal
Cotton Goods
Canned Fruit
Concrete Pipe
Concrete Tubs
Cement Blocks
Chuck Wrenches
Connecting Rods
Cableway Engines
Centrifugal Pumps

Clam Shell Buckets
Continuous Rail Joints
Contractors' Machinery
Coiling and Ice Machine Pipe
Dredges
Ditchers
Drift Pins
Drive Pipe
Depth Gauges
Drop Forgings
Drop Hammers
Derrick Swingers
Ditching Dredges
Dredge or Locomotive Forgings
Drums :—
Hoisting and Winding
Derricks :—
Construction, Mining,
Quarry and Stationary, Pile
Driving and Wrecking,
Still Leg and Travelling

Eye Bolts

Electrodes
Electric Trucks
Erecting Engines
Engines :—
(Upright) Hauling, Lagging,
Hoisting, Etc.
(Steam) Launch, Yacht and
Automatic Marine, Slide
Valve and Automatic Slide
Valve
(Portable) Locomotive,
Erecting, Swinging,
Threshing and Traction
Fence
Furnaces
Feed Mills
Fish Plates
Fence Posts
Ferro Alloys

Things Made in Welland—(Con.)

G as Ranges	P ipes
Gear Blanks	Pliers
Glauber Salts	Plows
Gun Forgings	Presses
Grates :—Boiler, Furnace	Piston Rods
Gearing :—(Cast Iron)	Pile Drivers
Angle, Bevel, Friction	R ope
Grating :—(Cast Iron)	Rakes
Area, Door, Sidewalk	Ranges
H osiery	Ratchets
Hot Saws	Rapid Unloaders
Hammers	Railway Couplers
Hay Loaders	Revolving and Travelling
Hay Stackers	Derricks
Hoisting Tubs	S aws
Hoisting Engines	Silver
Hoisting Machines	Smocks
Hard Wall Plaster	Spindles
Hydraulic Hoisters	Steel Skips
Horse Power Hoisters	Steel Rails
Hoists :—(Steam Power)	Stone Saws
Contractors, Mining and	Saw Arbors
Quarry, Clutch and Friction	Steel Rules
I ce Picks	Steel Ingots
J am	Steel Angles
K nitted Goods	Steel Ranges
L athyrum	Shear Blades
Launches	Steel Castings
Lathe Dogs	Screw Drivers
Light Steel Rails	Steam Shovels
Locomotive Cranes	Stone Derricks
Locomotive Forgings	Sash and Doors
M ine Hoists	Structural Steel
Machine Handles	Steel Deck Scows
Manure Spreaders	Swinging Engines
Monkey Wrenches	Steel Dump Scows
Machine Wrenches	Snap Gauge Blanks
Machines :—	Standard Merchant Pipe
Steam Power, Hoisting,	Structural Builders'
Handling and Contractors'	Wrenches
Plant	Special Pipe for Agricultural
M achinery :—	Machines
Conveying, Hoisting and	Submarine Rock Drilling
Transmission	Machinery
Pile Driving	T wine
N ipples	Tie Plates
Nickel	Thumscrews
O veralls	Turnbuckles
Oak Heaters	Underwear
	W ood Stoves
	Weldless Eye Nuts



Summary

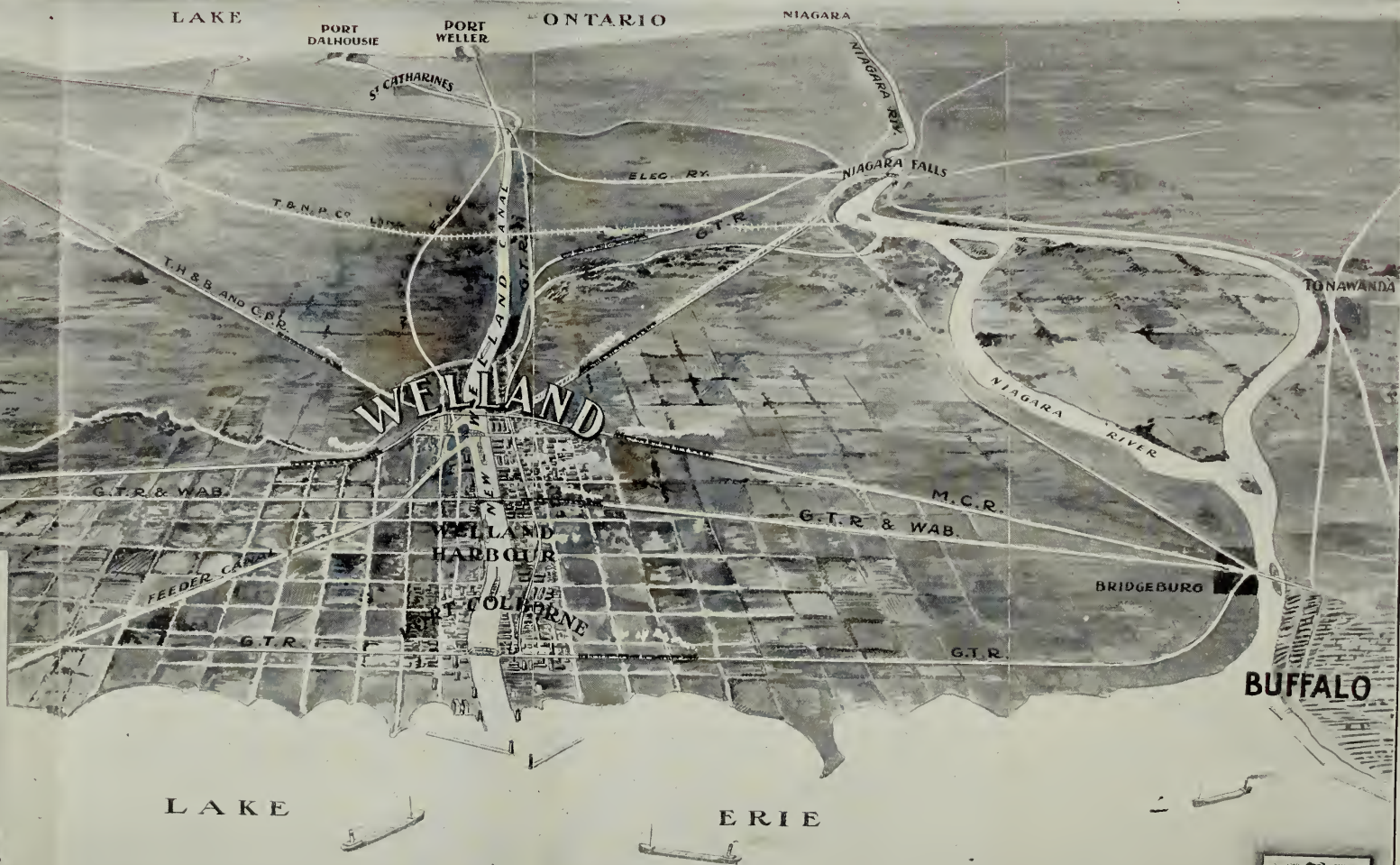
- 6 Steam Railroads
- 2 Electric Railroads
- 1 Welland Ship Canal Wharfage
- 2 Competing Power Companies
- 2 Competing Natural Gas Companies
- Lowest Coal Rates in Canada
- 1 Stream Furnishing Pure Fresh Water
- 1 Stream Conveying Away Sewerage
- Tax Exemptions
- Liberal Concessions
- Adjoining Agricultural and Truck Farming District.
- Restricted Municipal Market
- The Healthiest District in Ontario

This Means for the Manufacturer

- Easy Assembling of Raw Material
- Lowest Cost of Production
- Quickest Methods of Delivering Output
- Lowest Cost of Living for the Wage Earners
- Health, Contentment and Prosperity



Birds·Eye·View
WELLAND
Where
Rails and Water Meet



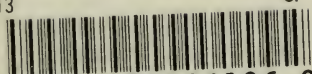




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